

Ooredoo Group Q3 2016 Fact Sheet (all data as of September 30, 2016)

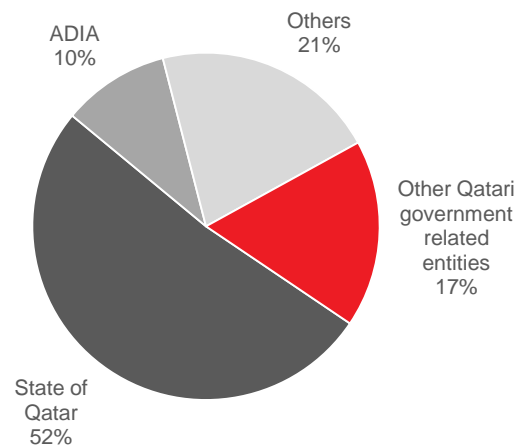
Group Overview

"Enriching people's lives as a leading international communications company"

Company Description

- The Ooredoo Group is a leading fixed and mobile telecommunications operator principally operating in Qatar, Indonesia, Kuwait, Iraq, Algeria, Tunisia, Myanmar and Oman
- Customer base of over 133 million
- Key regions of operation:
 - Middle East & North Africa
 - Asia Pacific
- Incorporated in 1987 and listed on the Qatar Exchange (Doha Securities Market) in 1998:
 - Market capitalization as of Sep 2016 QAR 30,750 mn
- Strategic backing by the Qatari government

Company Ownership Profile



Company Highlights

Clear Strategic Path

- Three business lines - consumer mobile, consumer broadband, and corporate managed services
- Key geographies – Middle East and North Africa (MENA), and Asia Pacific

Cash-Generating Assets

- Cash-generating positions in key markets

Growth Assets in Emerging Markets

- Eight out of ten markets now covered by 4G networks .
- 39% of revenue from digital business

Solid Financials

- Stable revenue numbers
- Stable EBITDA despite challenging market conditions
- Strong credit rating
- Long term balanced debt profile

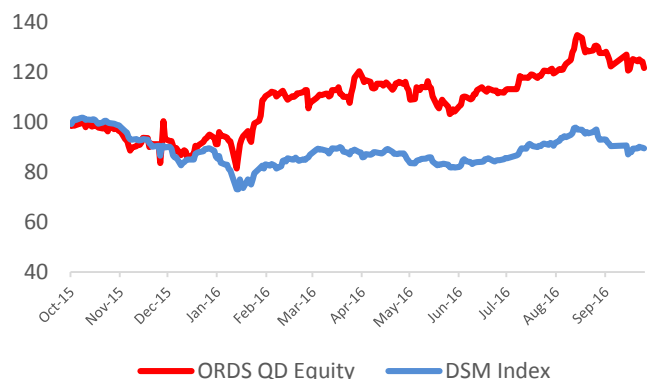
Top Management Team

- Experienced management team with proven track record
- Consistent strategy and execution / extraction of synergies and value
- Corporate governance in line with international standards

Financial Results

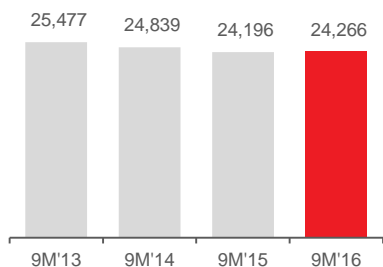
(QARmn)	9M 2013	9M 2014	9M 2015	9M 2016
Consolidated revenue	25,477	24,839	24,196	24,266
EBITDA	11,225	10,234	10,012	10,156
Net profit attributable to Ooredoo shareholders*	2,069	2,079	1,758	1,832
Earnings per share (QAR)	6.46	6.49	5.49	5.72

Share Price Performance

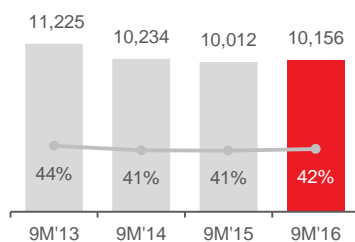


Group Key Financials (QAR mn)

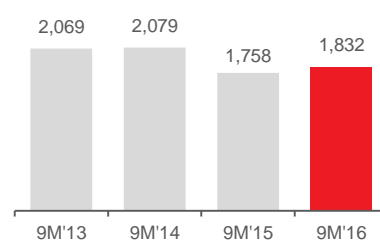
Revenue



EBITDA & EBITDA %



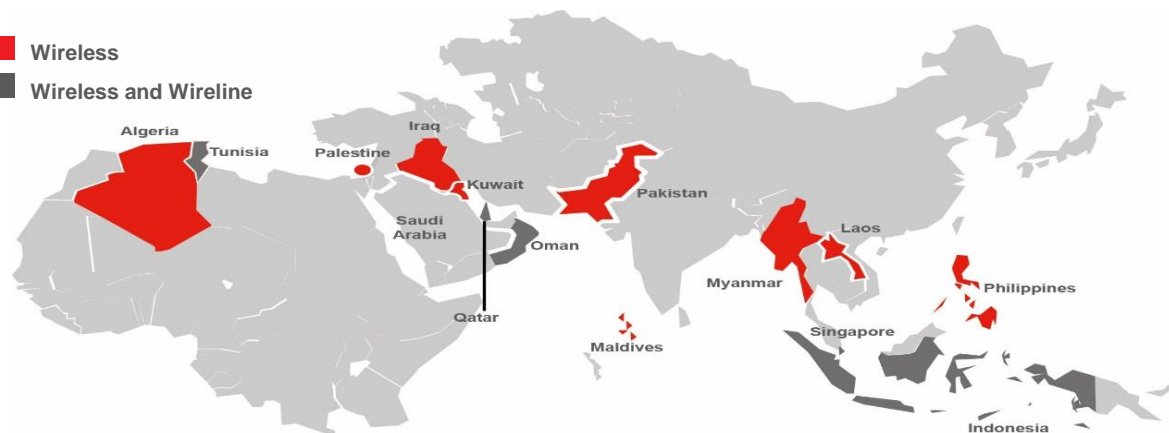
Net Profit attributable to Ooredoo Shareholders



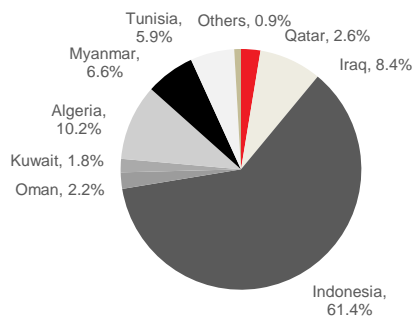
Ooredoo Group Geographical Presence

Wireless

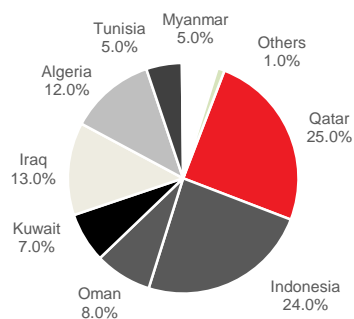
Wireless and Wireline



Group Customer Base Breakdown



Group Revenue Breakdown



Group Key Milestones

1987	Qtel established	2011	Wataniya Group ownership stake in Tunisiana increased to 75%
1998	Listing on Doha Securities Exchange	2011	Wataniya Mobile Palestine listed on Palestine Exchange
2005	Nawras (Oman) launched	2012	Ownership stake in Asiacell increased to 53.9%
2006	NavLink equity partnership with AT&T	2012	Ownership stake in Wataniya Group increased to 92.1%
2007	Wataniya Group acquisition	2012	Total ownership stake in Tunisiana increased to 90%
2007	Successful Asiacell (Iraq) bid for 15-year license	2013	Asiacell listed on Iraqi Exchange
2007	Investment in Asia Mobile Holdings (Singapore)	2013	Ownership stake in Asiacell increased to 64.1%
2008	Initial investment in Indosat (Indonesia)	2013	Re-branding of the Group under the "Ooredoo" brand
2009	Ownership stake in Indosat increased to 65%	2014	Launch of Myanmar operations
2010	Nawras listed on Muscat Stock Market	2015	Launch of 3G in Iraq

Ooredoo Group Investor Relations

Email: IR@ooredoo.com
Twitter: @OoredooIR

Internet: www.ooredoo.com

